

Message Text

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PAGE 01 BUCHAR 01395 021018Z

53

ACTION L-02

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FM AMEMBASSY BUCHAREST

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TAGS: UNIDO, TECH, EGEN, RO, EINV

SUBJ: UNIDO RESOLUTIONS ON TECHNOLOGY TRANSFER AND
INSURANCE SYSTEM FOR GUARANTEEING CONTRACTS BETWEEN
LDC'S AND INDUSTRIALIZED COUNTRY ENTERPRISES

REFS: (A) LIMA 2439 (B) STATE 067627 (C) LIMA 2418 (D) LIMA 2416

1. AFTER REVIEWING REFTELS AND SUBSEQUENT PRESS REPORTS,
EMBASSY BELIEVES THAT ALTHOUGH THESE TWO UNIDO RESOLUTIONS
MAY BE OF LIMITED PRACTICAL EFFECT IN MANY AREAS, THEY PERHAPS
HAVE A SPECIAL RELEVANCE TO THE KINDS OF PROBLEMS WHICH HAVE
DEVELOPED IN US-ROMANIAN INDUSTRIAL COOPERATION. DEMANDS FOR
UNREASONABLE CONTRACT GUARANTEES HAVE BEEN A MAJOR FACTOR IN
THE SLOWNESS OF US FIRMS TO RESPOND TO INVESTMENT AND LICENSING
OPPORTUNITIES HERE, AND HAVE LED TO LONG DELAYS AND OCCASIONAL
FAILURE IN NEGOTIATION OF BOTH LICENSES AND EQUIPMENT SALES.
THE INSISTENCE ON SUCH GUARANTEES IS IN TURN A REFLECTION OF
UNREALISTIC CONCEPTS OF TRANSFER OF PRIVATELY-DEVELOPED TECH-
NOLOGY. WE WOULD THUS LIKE TO BE ABLE TO USE THE RESULTS

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OF THE LIMA CONFERENCE AS AN EXAMPLE OF AN UNREALISTIC

APPROACH HAMPERING BILATERAL ECONOMIC RELATIONS, IN
INFORMAL DISCUSSION OF LOCAL CASES WITH OUR CONTACTS
IN THE MINISTRY OF EXTERNAL AFFAIRS AND THE MINISTRY OF
FOREIGN TRADE AND INTERNATIONAL ECONOMIC COOPERATION. TO
DO SO, WE NEED TO BE SURE WE HAVE AN ADEQUATE UNDERSTANDING
OF THE RESULTS OF THE UNIDO MEETING.

2. ACTION REQUESTED: WE WOULD PARTICULARLY APPRECIATE
RECEIVING FINAL TEXTS OF THE TECHNOLOGY TRANSFER AND CONTRACT
GUARANTEE RESOLUTIONS, IF THEY DIFFER FROM REFTELS, AS WELL
AS IMPRESSIONS OF THE CONTEXT IN WHICH THEY WERE CONCLUDED.
SOME INDICATION OF THE ROLE PLAYED BY ROMANIA WITH THE G-77
AND WITH THESE TWO RESOLUTIONS IN PARTICULAR WOULD BE MOST
HELPFUL.

BARNES

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